



D E P A R T M E N T O F

Management & Budget

Governor Jennifer M. Granholm

Lisa Webb Sharpe, Director

# *Doing Business with Michigan*

## Information for the Michigan House of Representatives

Lisa Webb Sharpe, DMB Director

Sean Carlson, Chief Procurement Officer

# Agenda

Buy Michigan First Initiative

Resources for Businesses

Finding and Winning State Contracts

Resources for Local Governments

Cooperative Purchasing for Elected Officials

Questions and Answers

# DMB

- Provide cost-effective business services to state government
- 1/2 billion dollars in savings
- Administrative Partnerships
- State Building Authority/Office of Facilities
- Retirement Services

# Buy Michigan First

- Mi\$ave
- Job Growth Plan
- Eliminating “No Bid” Contracts
- Michigan Business Preference
- Supplier Diversity
- MiDEAL



# Resources for Michigan Businesses

- Large, diverse pool of potential vendors is good government
  - Increases competition
  - Increases opportunities for businesses
  - Increases expertise
- DMB reaches out to Michigan companies through promotion of opportunities
  - Recruit Michigan businesses to register with the state and be active bidders
  - Inform Michigan businesses about how to prepare, participate and perform

# Opportunities for Michigan Business

- Level playing field
  - Every contract is competitively bid – there are no sole source, no-bid awards
  - Every solicitation is posted on our website [www.michigan.gov/doingbusiness](http://www.michigan.gov/doingbusiness)
- Michigan business preference
- Best value contracting
- Unique opportunities resulting from contract efficiencies
  - MRO Regionalization
  - Pre-qualification programs

# What You Can Do

- Promote the Buy Michigan First Tour in your district.
- Bring informational materials to district events, such as constituent coffees
- Schedule a business briefing in your district
- Include State contracting and the “Doing Business” website as a resource in your district newsletters
- Recommend additional outreach to us – groups in your district that might benefit from contracting information

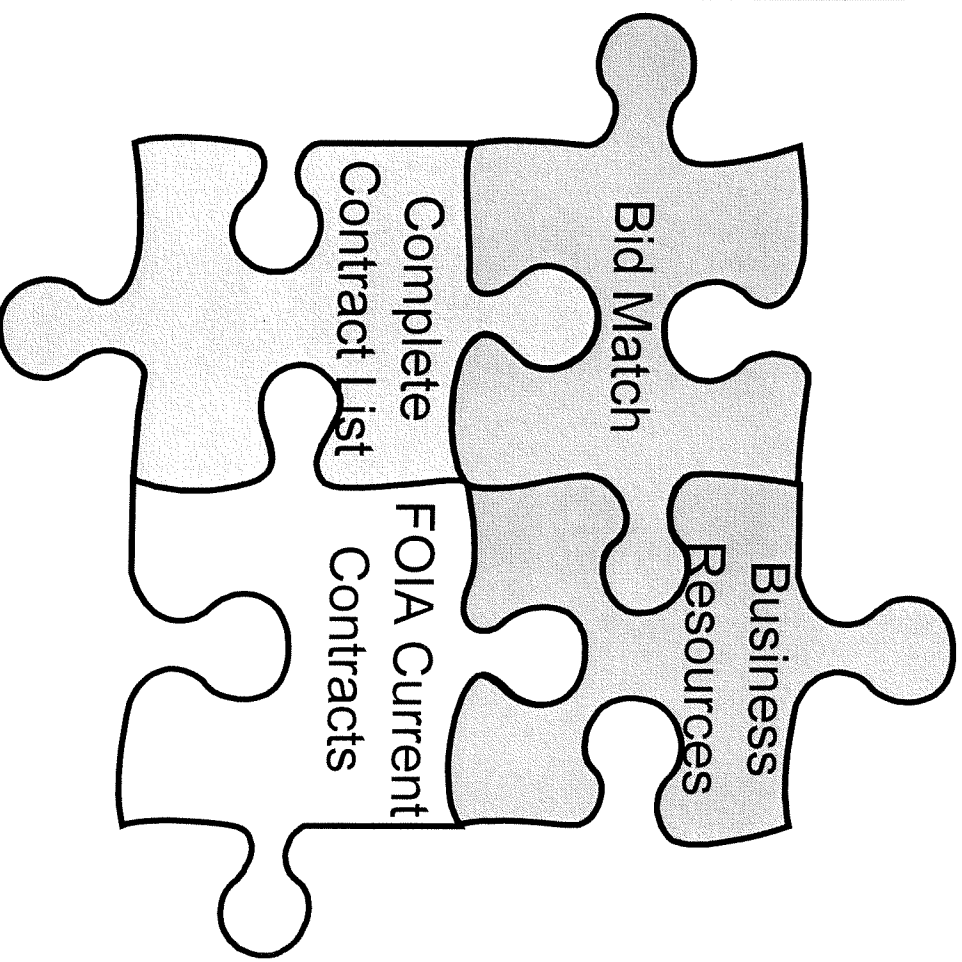
# Who Buys What?

Who?	What?
Michigan Department of Management & Budget Purchasing Operations	Goods and Services Valued at \$25,000+ Implements state purchasing policy
Individual State Agencies	Goods and Services Valued at less than \$25,000 Direct and Human Services
Michigan Department of Management & Budget Print & Graphic Services	Most printing and graphic design contracts
Michigan Department of Management & Budget Office of Facilities	Buildings and Land
Michigan Department of Transportation	Road and Bridges Maintenance and New Construction
Michigan Department of Management & Budget Strategic Asset Management	Leases

# Toolkit for Michigan Businesses

**Diverse programs  
assist Michigan firms  
to find, prepare, bid  
on and win State  
contracts.**

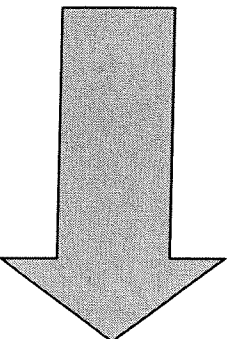
**By using this toolkit,  
Michigan businesses  
have the tools they  
need to become State  
contractors.**





# Information and Assistance

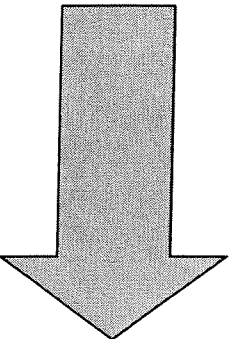
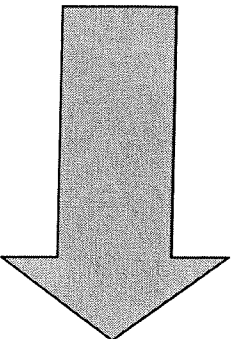
**DMB works closely with regional and state partners, both to inform businesses about opportunities and to receive constructive feedback about areas for improvement.**



**Procurement Technical Assistance Centers (PTACs)**  
[www.michigantac.org](http://www.michigantac.org)

**Small Business & Technology Development Centers (SBTDCs)**  
[www.misbtdc.org](http://www.misbtdc.org)

**Entrepreneurship Website**  
[www.michigan.gov/beyourownboss](http://www.michigan.gov/beyourownboss)



# Special Outreach

- DMB offers targeted outreach for business groups that are traditionally under-represented in State contracting
  - Small Businesses
  - Minority Owned Businesses
  - Women Owned Businesses
  - Service Disabled Veteran Owned Businesses
  - Businesses Owned by Persons with Disabilities
  - Community Rehabilitation Organizations

# The Rules

- **Integrity First**
  - DMB management and staff adhere to a strict ethical code of conduct
  - Deadlines for bid responses are strictly enforced with all vendors
  - Once a solicitation is posted, all questions must be directed according to the solicitation
  - All bid responses are evaluated according to the solicitation
- **Quality Service Daily**
  - DMB management and staff are accessible to vendors during preparation
- **Responsible Spending Always**
  - All solicitations are competitively bid
  - Competition is the name of the game – bidders must be competitive, be complete and be timely



# Resources for Local Leaders – MiDEAL

- MiDEAL = Michigan Delivering Extended Agreements Locally
- Voluntary program that allows local units of government to buy off of state contracts
  - Townships
  - Cities & Villages
  - Counties
  - Road Commissions
  - Non-profit Hospitals
  - Colleges
  - Universities
  - School Districts

# MIDeAL Benefits

- Nationally recognized as an innovative extended purchasing program
- Good for aggressive, competitive vendors
  - Typical contract = 1 vendor + 1 client
  - MIDeAL contract = 1 vendor + 2,661 clients
- Hard savings – the average user saves 38%
- Soft savings – time for solicitation, bidding, evaluation, negotiation



# MiDEAL Benefits

- Contracts are competitively bid
- Michigan based businesses are preferred vendors, so local governments can still buy locally
- Ease of use – special website to find contracts and offer feedback
- Purchasers like MiDEAL – it saves time and resources
- Elected officials like MiDEAL – it stretches taxpayer dollars

The logo for MiDEAL, featuring the word "MiDEAL" in a large, bold, serif font. The "Mi" is in a lighter shade of gray, and the "DEAL" is in a darker shade of gray. The letters are closely spaced and have a slightly distressed or textured appearance.

# What You Can Do

## Ask 5 Important Questions

1. Are townships, cities & villages, and counties in my district members of MiDEAL?
2. Are school districts and higher educational institutions in my district members of MiDEAL?
3. If no, why not? (If they are ready to start saving, schedule an informational session for them in your district.)
4. If yes, what are they buying? What additional contracts do they need?
5. Are they informing taxpayers about their savings?

# Contact Information

**DMB – Business Services Administration**  
**517/335-0230**

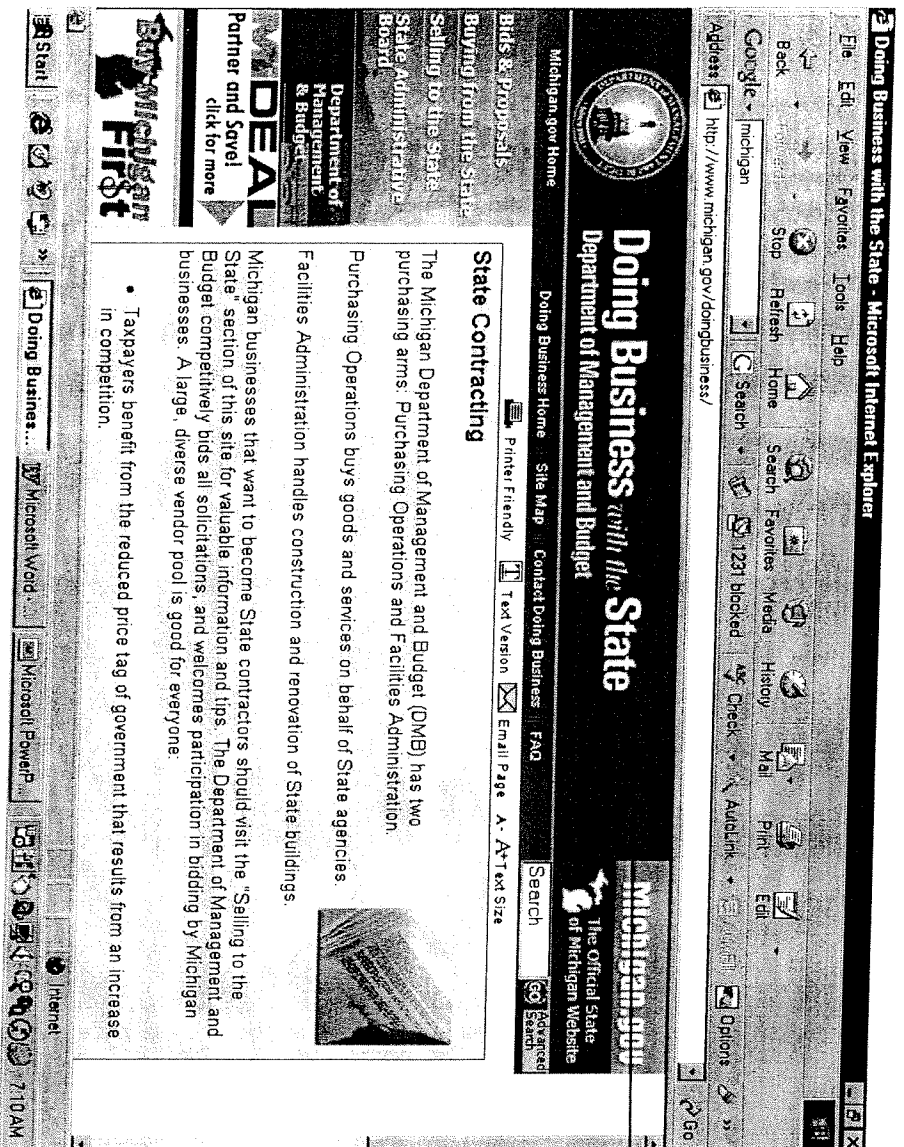
**Sean Carlson, Chief Procurement Officer**  
**517/373-0300**

**Elise Lancaster, Director of Purchasing Operations**  
**517/241-2715**

**Sue Schweim, Manager of Marketing and Outreach**  
**517/373-6327**

# Conclusion

## Questions and Answers



## "Doing Business" homepage

### Highlights:

- Plain English
- Easy to determine next click
- Text guides Michigan businesses that want to become state contractors to visit "Selling to the State" for information and tips

Integrity First – Quality Service Daily – Responsible Spending Always



DEPARTMENT OF  
**Management & Budget**

Selling to the State - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Stop Refresh Home Search Favorites Media History Mail Print Edit

Google michigan

Address http://www.michigan.gov/doingbusiness/0,1307,7,146,657,9,--00.html

Michigan.gov Home

# Doing Business with the State

Department of Management and Budget

Doing Business Home Site Map Contact Doing Business FAQ

Printer Friendly Text Version Email Page A A Text Size

## Selling To The State

IT Supplier Forum

Please join us for the 2006 State of Michigan IT Supplier Forum

Quarterly Meeting of the Community Rehabilitation Organization Committee

The quarterly meeting of the Community Rehabilitation Organization Committee has been scheduled for Monday, June 12, 2006 at 10:30 a.m. at the Stevens T. Mason Building, Purchasing Operations Directors ...

Competition is the Name of the Game in Michigan

Competition is the name of the game in Michigan contracting. Companies of all sizes and types have an equal shot at winning state contracts.

How to do Business with Michigan

Michigan buys goods and services using a competitive bid process. Purchasing Operations acts on behalf of state agencies for contracts valued at \$25,000 or more.

Michigan.gov The Official State of Michigan Website

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Complete Contract List

Freedom of Information Act Requests

Agency Buyer List

Purchasing Operations Staff Directory

Start Selling to the ... Microsoft Word Microsoft PowerPoint Internet 7:10 AM

## "Selling to the State" page

### Highlights:

- ☐ Complete Contract List
- ☐ Agency Contact Information
- ☐ How to Guide



Complete Contract List - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History View Print Edit

Google michigan

Address http://www.michigan.gov/doingbusiness/0,1307,7,146,657,9,123529,,00.html

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Doing Business with the State  
Department of Management and Budget

Doing Business Home Site Map Contact Doing Business FAQ

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### Complete Contract List

The complete contract list is a research tool to help you prepare for upcoming opportunities. You can download, save and sort the excel spreadsheet in whatever manner works for you.

You will find important information on this list:

- The Invitation to Bid #, which identifies the contract in our system;
- The state agency that requires the goods and services covered in the contract;
- The team within Purchasing Operations that oversees the solicitation process for the contract;
- The initials of the buyer who handled the contract;
- The name of the current vendor;
- A brief description of the goods and services covered in the contract;
- The value of the current contract.

Michigan.gov  
The Official State of Michigan Website

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Departments/Agencies  
Online Services  
Surveys  
RSS Feeds  
Related Content  
Success Stories  
Freedom of Information Act Requests  
Agency Buyer List  
Purchasing Operations Staff Directory

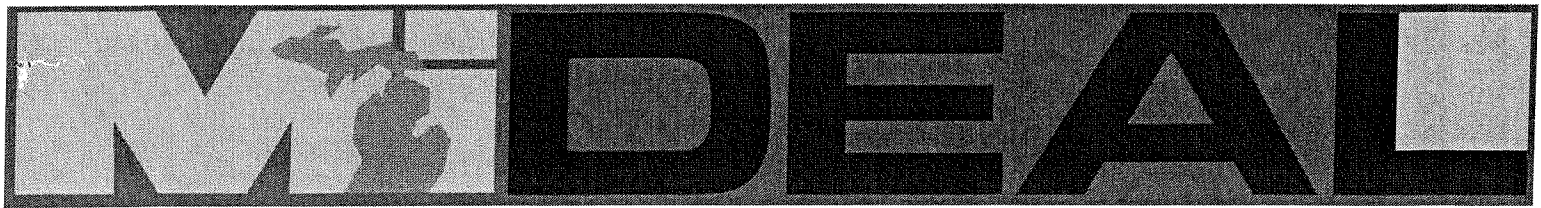
Start

Complete Cont... Microsoft Word... Microsoft PowerP... Internet 7:19 AM

## Complete Contract List

### Highlights

- Accessible from multiple areas of the website for convenience
- One master list or separate lists by contract area
- Downloadable
- Active contracts
- "State Contracting 101" class covers how to use it and gives tips and examples



## MiDEAL – Michigan Delivering Extending Agreements Locally Current Members

As of March 6, 2006

ADRIAN, CITY OF
ALBION COLLEGE
ALCONA COUNTY ROAD COMMISSION
ALGER COUNTY ROAD COMMISSION
ALGONAC, CITY OF
ALLEGAN COUNTY ROAD COMMISSION
ALLEGAN, CITY OF
ALLEGAN, COUNTY OF
ALLEN PARK, CITY OF
ALMA, CITY OF
ALMONT, VILLAGE OF
ALPENA COUNTY
ALPENA COUNTY ROAD COMMISSION
ALPENA, CITY OF
ANCHOR BAY SCHOOL DISTRICT
ANN ARBOR DISTRICT LIBRARY
ANN ARBOR TRANSPORTATION AUTHORITY
ANN ARBOR, CITY OF
ANTRIM COUNTY
ANTRIM COUNTY ROAD COMMISSION
ARENAC COUNTY
ARENAC COUNTY ROAD COMMISSION
ARMADA, VILLAGE OF
ATLAS TOWNSHIP
AUBURN HILLS, CITY OF
AUBURN, CITY OF
AUGRES, CITY OF
BANGOR, CITY OF
BARAGA COUNTY RD. COMMISSION
BARAGA, VILLAGE OF
BARRY COUNTY
BARRY COUNTY COMMUNITY MENTAL HEALTH AUTHORITY
BARRY COUNTY ROAD COMMISSION

BATH CHARTER TOWNSHIP
BATTLE CREEK, CITY OF
BAY CITY, CITY OF
BAY COUNTY METRO TRANSPORTATION AUTHORITY
BAY COUNTY ROAD COMMISSION
BAY MEDICAL CENTER/BAY HEALTH
BEAVER CREEK TOWNSHIP
BEAVER ISLAND TRANSPORTATION AUTHORITY
BEAVERTON, CITY OF
BELDING, CITY OF
BELLAIRE, VILLAGE OF
BENTON HARBOR, CITY OF
BENTON TOWNSHIP
BENZIE COUNTY ROAD COMMISSION
BENZIE COUNTY SHERIFF'S OFFICE
BERKLEY, CITY OF
BERRIEN COUNTY
BERRIEN COUNTY ROAD COMMISSION
BERRIEN SPRINGS, VILLAGE OF
BERRIEN SPRINGS/ORONOKO TWP POLICE DEPT.
BESSEMER, CITY OF
BEVERLY HILLS, VILLAGE OF
BIG RAPIDS, CITY OF
BIRMINGHAM, CITY OF
BLACKMAN TOWNSHIP
BLISSFIELD, VILLAGE OF
BLOOMFIELD HILLS, CITY OF
BLOOMFIELD, CHARTER TOWNSHIP OF
BOYNE CITY
BRANCH AREA TRANSIT AUTHORITY
BRANCH COUNTY ROAD COMMISSION
BRECKENRIDGE, VILLAGE OF
BRIDGEPORT CHARTER TOWNSHIP
BRIDGMAN, CITY OF
BRIGHTON AREA SCHOOLS
BRIGHTON, CITY OF
BRITTON MACON AREA SCHOOL
BRONSON, CITY OF
BROWN CITY
BUCHANAN, CITY OF
BUENA VISTA CHARTER TOWNSHIP
BURTCHVILLE, TOWNSHIP OF

BYRON-GAINES UTILITY AUTHORITY
CADILLAC, CITY OF
CADILLAC-WESFORD TRANS AUTHORITY
CALHOUN COUNTY
CALHOUN COUNTY ROAD COMMISSION
CALUMET, VILLAGE OF
CANTON PUBLIC LIBRARY
CAPAC, VILLAGE OF
CAPITAL AREA DISTRICT LIBRARY
CAPITAL REGION AIRPORT AUTHORITY
CARO COMMUNITY SCHOOLS
CARO, VILLAGE OF
CARROLLTON TOWNSHIP
CARSON CITY, CITY OF
CASCADE CHARTER TOWNSHIP
CASPIAN CITY
CASS CITY, VILLAGE OF
CASS COUNTY
CASS COUNTY ROAD COMMISSION
CASSOPOLIS PUBLIC SCHOOLS
CASSOPOLIS, VILLAGE OF
CENTRAL MICHIGAN UNIVERSITY
CENTREVILLE, VILLAGE OF
CHAR-EM INTERMEDIATE SCHOOLS
CHARLEVOIX COUNTY ROAD COMMISSION
CHARLEVOIX COUNTY SHERIFF'S DEPT.
CHARLEVOIX, CITY OF
CHARLOTTE, CITY OF
CHEBOYGAN COUNTY
CHEBOYGAN COUNTY ROAD COMMISSION
CHEBOYGAN, CITY OF
CHEBOYGAN-OTSEGO-PRESQUE ISLE
CHELSEA AREA FIRE AUTHORITY
CHELSEA, VILLAGE OF
CHESANING, VILLAGE OF
CHESTERFIELD TOWNSHIP
CHIKAMING TOWNSHIP
CHIPPEWA COUNTY ROAD COMMISSION
CHIPPEWA VALLEY SCHOOLS
CLARE COUNTY ROAD COMMISSION
CLARE, CITY OF
CLINTON COUNTY ROAD COMMISSION

CLINTON, VILLAGE OF
CLINTON/EATON/INGHAM COMMUNITY MENTAL HEALTH BOARD
CLIO AREA SCHOOL DISTRICT
COLDWATER, CITY OF
COLEMAN, CITY OF
COLOMA CHARTER TOWNSHIP
COLOMA, CITY OF
COLON, VILLAGE OF
COLUMBIAVILLE, VILLAGE OF
CONCORD, VILLAGE OF
CONSTANTINE, VILLAGE OF
COOPERSVILLE, CITY OF
CORUNNA, CITY OF
COVERT TOWNSHIP POLICE DEPT.
CRANBROOK EDUCATIONAL COMMUNITY
CRAWFORD COUNTY ROAD COMMISSION
CROSWELL, CITY OF
CRYSTAL FALLS, CITY OF
CRYSTAL TOWNSHIP
DAVISON, CITY OF
DEARBORN HEIGHTS, CITY OF
DEARBORN PUBLIC SCHOOLS
DEARBORN, CITY OF
DECKERVILLE, VILLAGE OF
DEERFIELD, VILLAGE OF
DELHI CHARTER TOWNSHIP
DELTA CHARTER TOWNSHIP
DELTA COLLEGE
DELTA COUNTY ROAD COMMISSION
DELTA-MENOMINEE DIST HEALTH DEPT
DETROIT HOUSING COMMISSION
DETROIT PUBLIC SCHOOLS
DETROIT, CITY OF
DEWITT AREA RECREATION AUTHORITY
DEWITT, CITY OF
DEWITT, TOWNSHIP OF
DICKINSON COUNTY HEALTHCARE SYSTEM
DICKINSON COUNTY ROAD COMMISSION
DISTRICT HEALTH DEPARTMENT #3
DOLLAR BY-TAMARACK CITY AREA SCHOOLS
DOWAGIAC, CITY OF
DRYDEN, VILLAGE OF

DURAND, CITY OF
EAST CHINA SCHOOL DISTRICT
EAST DETROIT PUBLIC SCHOOLS
EAST GRAND RAPIDS, CITY OF
EAST JORDAN, CITY OF
EAST LANSING, CITY OF
EAST TAWAS, CITY OF
EASTPOINTE, CITY OF
EATON COUNTY
EATON COUNTY ROAD COMMISSION
EATON RAPIDS, CITY OF
ECORSE, CITY OF
ELK RAPIDS, VILLAGE OF
EMMET COUNTY
EMMET COUNTY ROAD COMMISSION
EMMET, VILLAGE OF
ESCANABA, CITY OF
ESSEXVILLE, CITY OF
EVART, CITY OF
FARMINGTON COMMUNITY LIBRARY
FARMINGTON HILLS, CITY OF
FARMINGTON, CITY OF
FARWELL AREA SCHOOLS
FENNVILLE, CITY OF
FERNDALE, CITY OF
FERRIS STATE UNIVERSITY
FERRYSBURG, CITY OF
FITZGERALD PUBLIC SCHOOLS
FLAT ROCK, CITY OF
FLINT CITY OF
FLINT MASS TRANSPORTATION
FLUSHING, CITY OF
FRANKENMUTH, CITY OF
FRASER, CITY OF
FREEPORT, VILLAGE OF
FRENCHTOWN TOWNSHIP
FRUITPORT, VILLAGE OF
GARDEN CITY, CITY OF
GAYLORD, CITY OF
GENESEE CHARTER TOWNSHIP
GENESEE COUNTY
GERRISH TOWNSHIP

GIBRALTAR, CITY OF
GLADWIN COMMUNITY SCHOOLS
GLADWIN COUNTY ROAD COMMISSION
GLADWIN, CITY OF
GOBLES PUBLIC SCHOOLS
GOGEBIC COUNTY ROAD COMMISSION
GRAND BLANC, CITY OF
GRAND HAVEN AREA PUBLIC SCHOOLS
GRAND HAVEN TOWNSHIP
GRAND HAVEN, CITY OF
GRAND LEDGE AREA EMERGENCY SERVICE AUTHORITY
GRAND LEDGE PUBLIC SCHOOLS
GRAND RAPIDS COMMUNITY COLLEGE
GRAND RAPIDS PUBLIC SCHOOLS
GRAND RAPIDS, CITY OF
GRAND TRAVERSE COUNTY ROAD COMMISSION
GRAND VALLEY STATE UNIVERSITY
GRANDVILLE PUBLIC SCHOOLS
GRANDVILLE, CITY OF
GRATIOT COUNTY
GRATIOT COUNTY ROAD COMMISSION
GRAYLING, CITY OF
GREATER LAPEER TRANSPORTATION AUTHORITY
GREEN OAK TOWNSHIP
GREENVILLE, CITY OF
GREENWOOD CEMETERY
GROSSE ILE, TOWNSHIP OF
GROSSE POINTE FARMS, CITY OF
GROSSE POINTE PUBLIC SCHOOLS
GROSSE POINTE SHORES, VILLAGE OF
GROSSE POINTE WOODS, CITY OF
GULL LAKE COMMUNITY SCHOOLS
HAMILTON COMMUNITY SCHOOLS
HAMPTON TOWNSHIP
HANCOCK, CITY OF
HARBOR BEACH, CITY OF
HARBOR SPRINGS, CITY OF
HARPER WOODS, CITY OF
HARRISON, CITY OF
HARTFORD, CITY OF
HASTINGS POLICE DEPARTMENT
HAZEL PARK, CITY OF

HERSEY, VILLAGE OF
HIAWATHA BEHAVIORAL HEALTH AUTHORITY
HIGHLAND PARK, CITY OF
HILLSDALE COUNTY ISD
HILLSDALE COUNTY ROAD COMMISSION
HILLSDALE, CITY OF
HOLLAND CHARTER TOWNSHIP
HOLLAND, CITY OF
HOLLY SCHOOL DISTRICT
HOLLY, VILLAGE OF
HOUGHTON COUNTY ROAD COMMISSION
HOUGHTON LAKE COMMUNITY SCHOOLS
HOUGHTON LAKE SEWER AUTHORITY
HOUGHTON, CITY OF
HOWARD CITY, VILLAGE OF
HOWELL, CITY OF
HUDSON, CITY OF
HUDSONVILLE, CITY OF
HURON CLINTON METRO AUTHORITY
HURON TOWNSHIP
HURON, COUNTY OF
IMLAY, CITY OF
INGHAM COUNTY
INGHAM COUNTY ROAD COMMISSION
INKSTER, CITY OF
INTERURBAN TRANSIT PARTNERSHIP
IONIA COUNTY COMMUNITY MENTAL HEALTH
IONIA COUNTY ROAD COMMISSION
IONIA, CITY OF
IOSCO COUNTY ROAD COMMISSION
IRON MOUNTAIN, CITY OF
IRON RIVER, CITY OF
IRONWOOD, CITY OF
ISABELLA COUNTY ROAD COMMISSION
ISHPEMING, CITY OF
ITHACA PUBLIC SCHOOLS
ITHACA, CITY OF
JACKON, COUNTY OF
JACKSON, CITY OF
JONESVILLE, VILLAGE OF
KALAMAZOO COUNTY
KALAMAZOO COUNTY ROAD COMMISSION



KALAMAZOO PUBLIC LIBRARY
KALAMAZOO VALLEY COMMUNITY COLLEGE
KALAMAZOO, CITY OF
KALKASKA COUNTY ROAD COMMISSION
KALKASKA PUBLIC TRANSIT AUTHORITY
KEEGO HARBOR, CITY OF
KELLOGG COMMUNITY COLLEGE
KELLOGGSVILLE PUBLIC SCHOOLS
KENT CITY, VILLAGE OF
KENT COUNTY
KENT COUNTY ROAD COMMISSION
KENTWOOD, CITY OF
KINGSFORD, CITY OF
KOCHVILLE TOWNSHIP
LAKE COUNTY ROAD COMMISSION
LAKE ISABELLA, VILLAGE OF
LAKE LINDEN, VILLAGE OF
LAKE MICHIGAN COLLEGE
LAKE SUPERIOR STATE UNIVERSITY
LAKEVIEW COMMUNITY SCHOOLS
LAKEVIEW SCHOOL DISTRICT
LAKEVIEW, VILLAGE OF
LANDMARK ACADEMY
L'ANSE CREUSE PUBLIC SCHOOLS
L'ANSE, VILLAGE OF
LANSING BOARD OF WATER & LIGHT
LANSING COMMUNITY COLLEGE
LANSING SCHOOL DISTRICT
LANSING, CITY OF
LAPEER COUNTY ROAD COMMISSION
LAPEER, CITY OF
LATHRUP VILLAGE, CITY OF
LAURIUM, VILLAGE OF
LEELANAU COUNTY ROAD COMMISSION
LENAWEE COUNTY SHERIFF'S DEPARTMENT
LEONI TOWNSHIP
LEWIS CASS INTERMEDIATE SCHOOL DISTRICT
LIBRARY NETWORK ADMINISTRATION
LINCOLN PARK, CITY OF
LIVINGSTON COUNTY
LIVONIA PUBLIC SCHOOLS
LIVONIA, CITY OF

LONG RAPIDS TOWNSHIP
LUCE COUNTY ROAD COMMISSION
LUDINGTON, CITY OF
LYNDON TOWNSHIP
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LYONS, VILLAGE OF
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MACKINAW COUNTY ROAD COMMISSION
MACOMB COUNTY
MACOMB COUNTY COMMUNITY COLLEGE
MACOMB COUNTY ROAD COMMISSION
MADISON HEIGHTS, CITY OF
MANISTEE COUNTY ROAD COMMISSION
MANISTEE, CITY OF
MANISTIQUE, CITY OF
MANTON, CITY OF
MARINE CITY, CITY OF
MARION, VILLAGE OF
MARQUETTE COUNTY ROAD COMMISSION
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MASON COUNTY ROAD COMMISSION
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MELVINDALE, CITY OF
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MENOMINEE COUNTY ROAD COMMISSION
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MERIDIAN TOWNSHIP
MICHIGAN CENTER SCHOOLS
MICHIGAN STATE UNIVERSITY
MICHIGAN WORKS BERRIEN, CASS & VAN BUREN COUNTIES
MIDEASTERN MICHIGAN LIBRARY COOPERATIVE
MIDLAND COUNTY ROAD COMMISSION
MIDLAND PUBLIC SCHOOLS
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MID-MICHIGAN COMMUNITY COLLEGE

MID-SOUTH SUBSTANCE ABUSE COMMISSION
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MILFORD, VILLAGE OF
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MONROE COUNTY ROAD COMMISSION
MONROE, CITY OF
MONTCALM COMMUNITY COLLEGE
MONTCALM COUNTY
MONTCALM COUNTY ROAD COMMISSION
MONTMORENCY COUNTY ROAD COMMISSION
MOTT COMMUNITY COLLEGE
MT. CLEMENS, CITY OF
MT. MORRIS, CITY OF
MT. PLEASANT, CITY OF
MUIR, VILLAGE OF
MUNDY TOWNSHIP
MUNISING, CITY OF
MUSKEGON CHARTER TOWNSHIP
MUSKEGON COUNTY ROAD COMMISSION
MUSKEGON HEIGHTS HOUSING COMMISSION
MUSKEGON HEIGHTS, CITY OF
MUSKEGON, CITY OF
NAPOLEON TOWNSHIP
NASHVILLE, VILLAGE OF
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NEW BUFFALO, CITY OF
NEW LOTHROP PUBLIC SCHOOLS
NEWAGO COUNTY ROAD COMMISSION
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NORTHERN MICHIGAN UNIVERSITY
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NORTHLAND LIBRARY COOPERATIVE
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NORTHWOOD UNIVERSITY
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NORWAY, CITY OF
NOVI, CITY OF

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OAKLAND COUNTY ROAD COMMISSION
OAKLAND UNIVERSITY
OAKLAND, COUNTY OF
OCEANA COUNTY ROAD COMMISSION
ODESSA TOWNSHIP
OGEMAW COUNTY ROAD COMMISSION
ONTONAGON, VILLAGE OF
OSCEOLA COUNTY ROAD COMMISSION
OSCODA COUNTY ROAD COMMISSION
OTSEGO COUNTY ROAD COMMISSION
OTSEGO TOWNSHIP
OTSEGO, CITY OF
OTTAWA COUNTY
OTTAWA COUNTY ROAD COMMISSION
OWOSSO, CITY OF
PARCHMENT, CITY OF
PATHWAYS
PAW PAW, VILLAGE OF
PETOSKEY, CITY OF
PINCKNEY, VILLAGE OF
PINCONNING, CITY OF
PLAINWELL COMMUNITY SCHOOLS
PLAINWELL, CITY OF
PLEASANT RIDGE, CITY OF
PLYMOUTH TOWNSHIP
PORT HURON, CITY OF
PORTAGE, CITY OF
PORTLAND, CITY OF
POTTERVILLE, CITY OF
PRESQUE ISLE COUNTY ROAD COMMISSION
QUINCY, VILLAGE OF
RAISIN CHARTER TOWNSHIP
RAVENNA, VILLAGE OF
REDFORD, TOWNSHIP OF
REED CITY, CITY OF
REGION 7B CONSORTIUM, MICHIGAN WORKS!
REMC 1
REMC 10
REMC 11

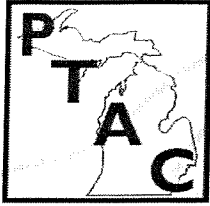
REMC 12 - CALHOUN ISD
REMC 13
REMC 14
REMC 16
REMC 17
REMC 18
REMC 19
REMC 2
REMC 20
REMC 21
REMC 22/EASTERN UP INTER SCHOOL DIST
REMC 3 & REMC 9
REMC 4
REMC 5
REMC 6
REMC 7
REMC8/KENT INTERMEDIATE SCHOOL DISTRICT
RICHFIELD TOWNSHIP
RICHLAND TOWNSHIP
RICHMOND, CITY OF
RIVERVIEW, CITY OF
ROBINSON TOWNSHIP
ROCHESTER HILLS, CITY OF
ROCHESTER, CITY OF
ROCKWOOD POLICE DEPT
ROGERS CITY, CITY OF
ROMEO COMMUNITY SCHOOLS
ROSCOMMON COUNTY ROAD COMMISSION
ROSE CITY POLICE DEPARTMENT
ROSEVILLE, CITY OF
ROXAND TOWNSHIP
ROYAL OAK, CITY OF
SAGINAW COUNTY ROAD COMMISSION
SAGINAW VALLEY STATE UNIVERSITY
SAGINAW, CITY OF
SAGINAW, COUNTY OF
SALINE, CITY OF
SANILAC COUNTY ROAD COMMISSION
SARANAC, VILLAGE OF
SAUGATUCK, CITY OF
SAULT STE. MARIE, CITY OF
SAULT TRIBE CENTRAL PURCHASING

SCHOOLCRAFT COMMUNITY COLLEGE
SCHOOLCRAFT COUNTY ROAD COMMISSION
SCHOOLCRAFT, VILLAGE OF
SCOTTVILLE, CITY OF
SHELBY TOWNSHIP PARKS & RECREATION
SHEPHERD PUBLIC SCHOOLS
SHEPHERD, VILLAGE OF
SHIAWASSEE AREA TRANSPORTATION AGENCY
SHIAWASSEE COUNTY COMMUNITY MENTAL HEALTH AUTHORIT
SHIAWASSEE COUNTY ROAD COMMISSION
SMART
SOUTH HAVEN, CITY OF
SOUTH LAKE SCHOOLS
SOUTH LYON COMMUNITY SCHOOLS
SOUTH LYON, CITY OF
SOUTH ROCKWOOD, VILLAGE OF
SOUTHEAST BERRIEN COUNTY LANDFILL AUTHORITY
SOUTHEAST OAKLAND COUNTY WATER AUTHORITY
SOUTHFIELD, CITY OF
SOUTHGATE, CITY FO
SPAULDING TOWNSHIP
SPRING LAKE TOWNSHIP
SPRING LAKE, VILLAGE OF
SPRINGFIELD, CITY OF
ST JAMES TOWNSHIP
ST JOSEPH, CITY OF
ST LOUIS, CITY OF
ST. CHARLES, VILLAGE OF
ST. CLAIR COUNTY COMMUNITY COLLEGE
ST. CLAIR COUNTY ROAD COMMISSION
ST. CLAIR SHORES, CITY OF
ST. CLAIR, CITY OF
ST. IGNACE, CITY OF
ST. JOHNS, CITY OF
ST. JOSEPH COUNTY ROAD COMMISSION
ST. JOSEPH, COUNTY OF
STANDISH, CITY OF
STANTON, CITY OF
STERLING HEIGHTS, CITY OF
STERLING, VILLAGE OF
STOCKBRIDGE COMMUNITY SCHOOLS
STURGIS, CITY OF

SUMMIT TOWNSHIP
SWAN CREEK TOWNSHIP
SYLVAN LAKE, CITY OF
TAWAS CITY, CITY OF
TAYLOR, CITY OF
TECUMSEH, CITY OF
THETFORD TOWNSHIP
THREE OAKS, VILLAGE OF
THREE RIVERS COMMUNITY SCHOOLS
THREE RIVERS, CITY OF
TITTABAWASSEE TOWNSHIP
TRAVERSE CITY, CITY OF
TRENTON PUBLIC SCHOOLS
TROY, CITY OF
TUSCOLA COUNTY ROAD COMMISSION
TWIN CITIES AREA TRANSPORTATION AUTHORITY
TYRONE TOWNSHIP
UNIONVILLE, VILLAGE OF
UTICA COMMUNITY SCHOOLS
UTICA, CITY OF
VAN BUREN COUNTY
VAN BUREN COUNTY ROAD COMMISSION
VAN BUREN TOWNSHIP
VASSAR, CITY OF
VERMONTVILLE, VILLAGE OF
VERNON, VILLAGE OF
VICKSBURG, VILLAGE OF
WAKEFIELD, CITY OF
WALKER, CITY OF
WARREN CONSOLIDATED SCHOOLS
WARREN WOODS SCHOOLS
WARREN, CITY OF
WASHINGTON TOWNSHIP FIRE DEPT
WASHTENAW COMMUNITY COLLEGE
WASHTENAW COUNTY
WASHTENAW COUNTY ROAD COMMISSION
WATERFORD, TOWNSHIP OF
WATERVLIET, CITY OF
WAYLAND UNION SCHOOLS
WAYLAND, CITY OF
WAYNE COUNTY
WAYNE COUNTY AIRPORT AUTHORITY

WAYNE STATE UNIVERSITY
WAYNE, CITY OF
WAYNE-WESTLAND COMMUNITY SCHOOLS
WEBBERVILLE, VILLAGE OF
WEST BLOOMFIELD TOWNSHIP
WEST BLOOMFIELD TOWNSHIP PUBLIC LIBRARY
WEST BRANCH, CITY OF
WESTERN MICHIGAN UNIVERSITY
WESTPHALIA VILLAGE OF
WEXFORD COUNTY ROAD COMMISSION
WHITE LAKE FIRE AUTHORITY
WHITE LAKE TOWNSHIP
WHITE PIGEON, VILLAGE OF
WHITEHALL, CITY OF
WILLIAMS, CHARTER TOWNSHIP OF
WILLIAMSTON, CITY OF
WINDSOR TOWNSHIP
WIXOM, CITY OF
WOLVERLINE LAKE, VILLAGE OF
WOODHAVEN CITY OF
WOODLAND TOWNSHIP
WOODLANDS LIBRARY COOPERATIVE
WYANDOTTE, CITY OF
WYOMING, CITY OF
YATES TOWNSHIP DIAL-A-RIDE SYSTEM
YPSILANTI PUBLIC SCHOOLS
YPSILANTI, CITY OF
ZEELAND, CITY OF





## Procurement Technical Assistance Centers (PTAC) of Michigan

<http://www.michigantac.org>

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The Procurement Technical Assistance Centers (PTACs) of Michigan are not-for-profit organizations funded by the Defense Logistics Agency (DLA), the Michigan Economic Development Corporation (MEDC) and local funding partners. The PTACs support our national security by ensuring a broad base of capable suppliers for the defense industry and other agencies, thereby increasing competition, which supports better products and services at lower costs. The mission of the Procurement Technical Assistance Centers (PTACs) of Michigan is to enhance national defense and economic development of the State of Michigan by assisting Michigan businesses in obtaining and performing on federal, state and local government contracts.

With 13 offices located throughout Michigan, the PTACs of Michigan offer marketing, technical consulting and training to businesses in the state, specifically:

- Orientation to the Procurement System
- Linking Local Companies to Federal and State Government Agencies
- Bid Match - for Government Solicitations
- Training Seminars and Conferences
- Contracting Opportunities
- Subcontracting Opportunities
- Government Specifications
- Bid History and Contract Award Results
- Bid Package Assistance

To contact the PTAC in your area see reverse side or visit our website at:

<http://www.michigantac.org>

# Procurement Technical Assistance Centers (PTACs) of Michigan

<http://www.michigantac.org>

1. **Jim Haslinger & Deb Donovan**  
N.W. Michigan Council of Governments  
1209 South Garfield Avenue  
Traverse City, MI 49685  
(231) 929-5036  
(231) 929-5042 fax  
E-mail: [jhasling@nwm.cog.mi.us](mailto:jhasling@nwm.cog.mi.us)  
[ddonovan@nwm.cog.mi.us](mailto:ddonovan@nwm.cog.mi.us)
2. **Denise Hoffmeyer & Tammy Moore**  
N.E. Michigan Consortium  
P.O. Box 711  
Onaway, MI 49765  
(989) 733-8548  
(989) 733-8069 fax  
E-mail: [denise@miworks-nemc.gen.mi.us](mailto:denise@miworks-nemc.gen.mi.us)  
[tammy@miworks-nemc.gen.mi.us](mailto:tammy@miworks-nemc.gen.mi.us)
- 3a. **Shelia Polacco**  
Muskegon Area First  
10765 Northland Drive  
Big Rapids, MI 49307  
(231) 796-4484  
E-mail: [spolacco@charter.net](mailto:spolacco@charter.net)
- 3b. **Pamela Vanderlaan**  
Muskegon Area First  
900 Third Street, Suite #112  
Muskegon, MI 49440  
(231) 722-7700  
(231) 722-6182 fax  
E-mail: [psvander@wmis.net](mailto:psvander@wmis.net)
4. **Beth Cryderman Moss**  
Michigan Works  
3270 Wilson Street  
Marlette, MI 48453  
(989) 635-3561 x227  
(989) 635-2230 fax  
E-mail: [mossb@thumbworks.org](mailto:mossb@thumbworks.org)
5. **Delena Spates-Allen**  
Saginaw Future Inc.  
515 North Washington, Suite 300  
Saginaw, MI 48607  
(989) 754-8222 x232  
(989) 754-1715 fax  
E-mail: [dsallen@saginawfuture.com](mailto:dsallen@saginawfuture.com)
6. **Dustin Frigy & Ellen McGowan**  
Genesee Regional Chamber of Commerce  
519 S. Saginaw Street, Suite 210  
Flint, MI 48502  
(810) 238-8845 Dustin  
(810) 238-8473 Ellen  
(810) 238-7866 fax  
E-mail: [dfrigy@flint.org](mailto:dfrigy@flint.org)  
[emcgowan@flint.org](mailto:emcgowan@flint.org)
7. **Janice Campbell & Kristine Lassitter**  
SW MI Technical Assistance Center  
346 West Michigan Avenue  
Kalamazoo, MI 49007-3737  
(269) 381-2977 x3243 Janice  
(269) 381-2977 x3245 Kristine  
(269) 552-4435 fax  
E-mail: [jcampbell@kazoochamber.com](mailto:jcampbell@kazoochamber.com)  
[klassitter@kazoochamber.com](mailto:klassitter@kazoochamber.com)
8. **Pennie Southwell & Susan Soltis**  
TAC of South Central Michigan  
One Jackson Square, Suite 1100  
Jackson, MI 49201  
(517) 788-4680  
(517) 782-0061 fax  
E-mail: [pennie@enterprisegroup.org](mailto:pennie@enterprisegroup.org)  
[susan@enterprisegroup.org](mailto:susan@enterprisegroup.org)
9. **Paula Boase**  
Downriver Community Conference  
15100 Northline Road  
Southgate, MI 48195  
(734) 362-3477  
(734) 281-6661 fax  
E-mail: [paulab@dccwf.org](mailto:paulab@dccwf.org)
- 10a. **Rosanne Oliver**  
Macomb Community College PTAC  
7900 Tank Avenue  
Warren, MI 48092  
(586) 498-4122  
(586) 498-4101 fax  
E-mail: [oliverr@macomb.edu](mailto:oliverr@macomb.edu)
- 10b. **Amy Deprez**  
Economic Development Alliance of St. Clair County  
735 Erie Street, Suite 250  
Port Huron, MI 48060  
(810) 982-9511  
(810) 982-9531 fax  
E-mail: [adeprez@edascc.com](mailto:adeprez@edascc.com)
11. **Tammy Puskarz & Jann Deane**  
Schoolcraft College Business Development Center  
18600 Haggerty Road  
Livonia, MI 48152-2696  
(734) 462-4438  
(734) 462-4673 fax  
E-mail: [tpuskarz@schoolcraft.edu](mailto:tpuskarz@schoolcraft.edu)  
[jdeane@schoolcraft.edu](mailto:jdeane@schoolcraft.edu)
12. **John Chichester** (City of Detroit)  
Wayne State University  
Room 240 Rands  
Detroit, MI 48202  
(313) 577-2241  
(313) 577-4354 fax  
E-mail: [ac1538@wayne.edu](mailto:ac1538@wayne.edu)
13. **Deanna Richeson**  
Michigan Economic Development Corporation  
300 N. Washington Square, 4<sup>th</sup> Floor  
Lansing, MI 48913  
(517) 241-2471  
(517) 335-0198 fax  
E-mail: [richeson@michigan.org](mailto:richeson@michigan.org)

